

# WHO IS WHO? DO YOU KNOW?

Sixty Dollars in Gold to be given by the Times-Dispatch to those who are able to tell who is who, which is which or what is what.

## FIRST PRIZE

**\$25.00 in Gold.**

## SECOND PRIZE

**\$15.00 in Gold.**

## THIRD PRIZE

**\$5.00 in Gold.**



with the

ERE is the most novel and entertaining contest which has ever been presented to the people of Richmond. One hundred and fifty-two prominent firms, men or institutions of Richmond are represented. Each of the little sketches printed on these pages is a part of this puzzle, and each is self-explanatory, each asks a question which must be answered, and the correct answer to all of them constitutes the solution of the WHO IS WHO puzzle. The task is perfectly simple. Any one who is familiar

### Advertising Columns of the Times-Dispatch

can answer the most of the questions without an effort, and anyone can answer every question by a generous use of the telephone or by personal visits to a few of the business houses or institutions represented. Certainly in one instance, and probably in others, the firm has kept the answer to itself, but will readily tell any one applying, either by phone or person, the correct answer to these questions. The difficulty in this case, therefore, is only to find out the name of the concern.

The Times-Dispatch vouches for the fact that

**No mortal being connected directly or indirectly with this paper knows the solution of this puzzle,**

and that no one connected with the paper will be allowed to enter the contest. The correct key has been prepared in sections by the various solicitors, and one solicitor does not know what people were secured by the other. This sectional key has been carefully locked up in the Times-Dispatch's safe. These precautions have been thrown about the contest, so as to insure perfect fairness to all contestants.

All answers to the WHO IS WHO puzzle will be numbered in the order in which they are received at this

office by an automatic numbering machine. The first correct answer received will win the first prize, the second correct answer the second prize and so on. If none of the answers are correct, then the nearest correct answer will be awarded the first prize and the next nearest correct answer will secure the second, and so in the regular order until the prizes have been all awarded.

**The Contest will remain open until 6 o'clock P. M.,**

**Friday, February 26th,**

and all replies must be received at this office before that hour. Positively no replies will be considered after SIX O'CLOCK NEXT FRIDAY EVENING.

**Address all answers to this puzzle to WHO IS WHO, Times-Dispatch, Richmond, Va.**

No reply to the puzzle will be opened until the contest is closed, and for that reason it is important that all answers be addressed as above.

It will be noticed that each question in the puzzle is numbered, therefore, in replying only do so by number.

**Do not repeat the question, only refer to the number.**

Write the number boldly on the left hand side of a large sheet of paper, and then write each reply opposite its proper number.

The correct solution of WHO IS WHO, showing just who is who, made from the official key, together with the names of the winners, will be published in the TIMES-DISPATCH, SUNDAY, FEBRUARY 28th.

1 If you dress for business, pleasure or social functions with any care, particular how you look, go to O. H. Berry & Co. Their clothes are made for you. They are stylish, in the test form and have qualities such as any man or boy can be glad to associate with. The quality, the style, the price, the quality and price go together there usually, but at present the prices have dropped so low that the quality is high and dry and unusually conspicuous. Why the popular expression, "Berry's for Clothes?"

2 45 millions of dollars of interest receipts in excess of its insurance taxes show the approximate amount of the benefits of the Mutual Benefit Life Insurance Company of Newark, N. J., to its members, as well as its prudent and profitable investment of its premium income. If you would trade a full partner in the highly profitable and well established business of this Grand Old Company, send for specimen of the annual Cheapest Rates! Premiums Low! Dividends and Surrender Values High! Our Policies are known to all well informed people! Active Agents Wanted. Apply at once for a pleasant and useful position. J. C. Crenery & Company, State Agents, No. 11 South Eleventh Street, Richmond, Va.

3 The store that stands for something worthy, that carries dry goods and notions, that has quality, rather than quantity, stands for the principle in the city; that in sum and wraps always has the most correct make for this reason very few of their garments ever reach the bargain counter, as worn by the most attractive women in the city. They secure better society; that makes a specialty of gloves, hosiery and black goods. When you call there, you always repeat the visit. It's the exclusive dry goods store. Can you guess the name?

4 What are the chief features of the new premium endowment policy issued exclusively by the South Atlantic Life Insurance Company? You can get the answer in twenty words at the office of the company.

5 It's the largest stationery house in the city. It's on Main Street near Ninth. It's the one that carries the best lines of stationery, the best engraved invitations and visiting cards, etc. It's the store where the best people get the best at right prices. Who is it?

6 What popular and conservative banking house has profits and surplus more than three times larger than its capital? It does a national banking and savings business and is a United States State and city depository. It pays three per cent. on savings accounts on demand. What bank is it?

7 When you buy a piano, buy the best. "The piano with the sweet tone" is sold directly from the factory on easy terms. It has been the

world's recognized best for sixty years. It's the only strictly high-grade piano sold directly from the factory to the home. What piano is it?

8 If you want coal that's hot stuff, the kind that gives heat you want, get coal that has no clinkers, no dirt and no trouble—just heat. You get the best coal and at the same place—and you get it quick. That's what you want. Who is it?

9 There's a popular jewelry store on Main Street, near Eighth, that makes a specialty of quality and right prices. It handles a fine line of diamonds, watches, jewelry, silverware, cut glass and novelties, and makes a specialty of presentation boxes in electrical supplies. Estimates cheerfully given. Who is it?

10 What big, popular furniture store on East Main Street always sells high-grade furniture at popular prices. Of course, it's Jones Bros. & Co. They carry the best lines of furniture, refrigerators, carpets, rugs, go-carts, stoves, etc. To deal with them means saving money. What leading line of stores do they handle?

11 Who builds shirts that fit and don't bulge and lump up in the neck? Who builds shirts that are perfect in every detail? Who builds shirts that are right and right prices? It's a man on East Main Street, and he knows how. Can you guess who it is?

12 There is a man on East Main Street, near Sixth, who makes a specialty of high-class electrical work of all kinds. He makes estimates on all classes of work, and does it right and at right prices. He is the most correct make for this reason very few of their garments ever reach the bargain counter, as worn by the most attractive women in the city. They secure better society; that makes a specialty of gloves, hosiery and black goods. When you call there, you always repeat the visit. It's the exclusive dry goods store. Can you guess the name?

13 Ha! Ha! This is an easy one. Question—"What had a girl rather have?" The answer is the first syllable of the name of a well known brand of the company. It's a "B—fonti." Phone 152 for the "missing link," for fine lingerie and siphons of velvety of seltzer water.

14 The acme of perfection in writing machines is found in the Smith-Premier, the king of all. It's the machine selected by the government for use in its departments. It does the highest class of perfect work. It's the machine for business. Who handles it in Richmond?

15 Did you ever stop to think about investment in a life insurance policy? Each year it increases in value, and it gives you the protection for your family or estate that can not be secured in any other way. Cunningham Hall, of 1117 East Main Street, represents the best company issues the most liberal policies. It insures men and women, and the same rates as men. What is the amount of the assets and surplus? Does it insure women at the same rates as men? Is perfect protection a reality? Well, this company automatically going into effect without notice from the insured? Did you ever stop to think about it? Well, this company automatically going into effect without notice from the insured? Did you ever stop to think about it? Well, this company automatically going into effect without notice from the insured?

16 Not had unprepared those who have deposited part of their earnings in the savings department of the Planters National Bank. It

pays three per cent. on savings deposits. Mr. G. W. Warron, manager of that department, will show you where it is to your advantage to save. When was the savings department started?

17 When you want anything in the line of paints, oils, varnishes, floor wax, furniture polish, etc., go to John A. Anderson Co., 1421 East Main Street. This house carries the largest and most complete line in the city, and is a leader in the trade. It's where you get the best. What two leading makes of paints do they handle?

18 There's a popular bakery in this city that has been established over half a century, that is famous for its bread. It's the most delicious bread for three generations of Richmond people, and the demand increases. It makes "Grandpa's Bread." Who is it?

19 The great Baltimore fire suggest to the thoughtful citizen the necessity of fire insurance. A widely known company here, chartered in 1835, offers you the best insurance in the city. It's the Hartford Fire Insurance Company, represented here by George C. Jefferson, 1117 East Main Street. What prominent building is his office? What is his telephone number?

20 What is the strongest surety company in the city? It's represented here by J. B. Moore & Co., 1103 East Main Street. It's the company whose contracts are demanded by many of the largest corporations in the country. It's the company that gives the widest range of surety indemnity. What is it?

21 When you speak of distinctive photography—art work—here's the place. It's the famous gallery on East Broad Street that won high honors in the London bazaar, and that is noted for fine portraiture. It's where society goes for fine work in every line of the art. Guess who it is? It's easy.

22 If you want rich things tailored into elegance by men who know how, go to John F. B. W. on East Main Street. He does just that class of work and does it for men who want the best. He's the fashionable tailor—that's all. What is his price for a suit that will suit you?

23 "One of Richmond's leading and best known enterprises is the Southern Stove Works, whose extensive plant is located in the northwestern part of the city, corner Hermitage Road and Leigh Street. It manufactures a full line of CAST IRON COOKS, RANGES and HEATERS, AIR-TIGHT WOOD HEATERS, SMOKELESS OIL HEATERS and BLUE FLAME WICKLESS OIL COOK STOVES. The oil stove is the latest improvement. This section of the country formerly being dependent upon the North and Northwest for this class of goods, and this firm's product embodies all the latest improvements. The goods manufactured by them are known for economy in fuel and general excellence. Patronize home industries. Name the leading Cook Stove, Range, Air-Tight Heater, Oil Heater and Blue Flame Wickless Oil Stove made by them."

24 It's the largest cigar and tobacco store in Richmond. It carries the finest lines of imported, Key West and domestic cigars and tobaccos, and the largest line of smokers' articles. It's where the best people trade. What famous Key West cigar are they distributors for?

25 It's the store of correct things in jewelry. It's on East Main Street, south side. It's the store that carries the finest and most exclusive things in diamonds, watches, jewelry, novelties, silverware, art goods, etc. It's where you get the "odd things" that the other fellows don't keep; in fact, it's where the best people go for the best in the jewelry trade. Who is it?

26 It's one of the best known Virginia Insurance Companies. It was organized in 1885. It had paid over \$2,000,000 in losses. Its contracts are the most liberal. Its assets are over six hundred thousand dollars. It's conservatively conducted and ably managed. What is it?

27 Baltimore's great holocaust should be a warning to the partially insured. Examine your policies, and if an increase is needed, secure indemnity in the old reliable Hartford Fire Insurance Company, represented here by George C. Jefferson, 1117 East Main Street. What prominent building is his office? What is his telephone number?

28 The protection of money and valuables is one of the first essentials of modern business methods. The R. L. Brown and Lock Company makes a specialty of bank, safe and vault work, and carries the largest line of burglar and fire-proof safes in the South, which is the only bank safe that has never been burglarized.

29 He's not a green tailor, as his name may suggest; in his profession he's good as the best. Now, if his integrity you care to test, just come and be measured along with the rest. Mr. A. Green, 511 East Main Street, you are dealing with a thoroughly experienced tailor, and one whose prices are lower, considering workmanship and quality, than any other house in the city. When and where did he learn the tailoring trade?

30 One of the reliable and conservatively conducted banking institutions of Richmond has a capital of \$400,000.00 and a surplus of \$100,000.00. It does a general banking business and enjoys the confidence of the best people. What bank is it?

31 What electrical and engineering firm in this city is best equipped for all kinds of electrical work, from designing and installing a lighting plant to wiring a building. It employs the most skilled men in all lines and makes estimates on every class of work.

32 When someone says "candy," who do you think of? Kaempf, of course. There's where you get the best in the city. Fresh, pure, quality confections that melt in your mouth. The quality and flavor is there. A low salary—you don't have to eat a bushel. What are his two leading home-made candies?

33 You can make no better investment than a policy in the Equitable Life Assurance Society of the United States, represented here by H. Swineford & Son, 1110 East Main Street. It is the strongest in the world and has the largest surplus to protect policyholders. It is noted for promptness in paying claims, its record surpassing not only that of every other company, but last year the society's own best record. What are its assets? Hint: It ranges most of the world's best securities.

34 Who sells the latest and most recent things in wall paper, shades and decorative papers? It's a popular store on East Main Street, near Sixth. You get the benefit of a wide selection of new things, and all at right prices. It's where you get the best. If you can't guess, telephone 3377.

35 Careful and expert plumbing and gas fitting is a necessity, and the best is the cheapest. W. P. Mahoney & Co., 702 East Main Street, are leaders in their line and have done expert work all over the city. They handle gas, water, steam, furnaces, etc. What celebrated furnace are they agents for here?

36 What department has made Thalhimer Bros. so popular and the largest sellers in the city? What make of kid gloves makes Thalhimer Bros. glove department so popular? What has caused the phenomenal growth of Thalhimer Bros. dress goods department?

37 What is the leading transfer company in the city? It's the one that gives the best service; that makes the transfer from your home to any point; the one that furnishes the best carriages and cabs; that sells you railway and steamboat tickets; and makes Pullman reservations. Who is it?

38 What big and popular house on Broad Street takes the lead in making "happy" homes? It's the house of furniture, carpets and stove values; the house whose terms are the fairest and prices the lowest. Can't you guess? It's Thalhimer & Co., Richmond's greatest store of "little payments." What leading line of stoves and ranges do they handle?

39 There is a widely known and expert optical specialist on East Broad Street, near First, that can give you the right advice as to your eyes. He makes examinations by the most approved methods, and supplies the necessary glasses in any style of frame desired. Can you guess who it is?

40 Baltimore's fire experience reminds one of the necessity of fire protection. Julius Straus & Son, 1110 East Main Street, represents reliable companies, that offer the best indemnity. Their rates are low, and it will pay you to consult them. What companies do they represent?

41 What is the best and purest lithia water sold in Richmond? Of course, it's the celebrated Monticello—the water of health. It's the kind the best people use in their homes, and is prescribed by the leading physicians for all kidney, bladder and stomach troubles. Guess who sells it, and give him a trial.

42 There is a well known firm of manufacturing jewelers on East Main Street, near Seventh, that does everything in watch-making, jewelry repairing and engraving. They do the largest class of work in all branches of the art. Who is it?

43 If you are thinking about life insurance, talk with Midway. He can give you valuable advice as to a life insurance policy that will be your best asset. He represents one of the strongest and best companies in the country. Do you know what company it is?

44 There's a popular and up-to-date bakery and confectionery store on East Broad Street, near Fifth, that caters to the best people in the city. It's the one noted for its "pure food" products—the most delicious pies, cakes and fine candies. They make a specialty of fine ice cream, in every style, for parties, balls, weddings, receptions and all social functions. Who is it?

45 Don't take chances with your eyes; don't abuse them or neglect them. There is a reputable optical company on East Main Street, that makes a specialty of the highest class of optical work. They make the glasses fit the eyes, instead of the eyes the glasses. They guarantee the best that skill and science can produce. Who is it?

46 Did you know that Taylor and Brown, 518 East Main Street, handle the very best in the city? They handle the products of America's foremost bootmakers. Everything late and on gracefully pitched last. It's the best \$3.50 shoe made. The kind they're not ashamed of. What popular shoe is it?

47 There is in this great world of a firm of piano builders, with whom none can compare. Thirty-six thousand instruments they have made, each one a masterpiece. Homes to make happy and hearts to cheer. Organs, too, in numbers so great. As to stagger our belief and make us hesitate. To allow our imagination to penetrate. Can you guess the firm's name? I'm talking to you. You'll know who it is.

48 There's a big, modern furniture store on West Broad Street that carries a full line of dry goods, fancy goods and ladies' furnishings, and is headquarters for the celebrated May Mantion pattern. Who is it?

49 There is nothing more important than life insurance. A policy can't turn up or blow away. You have no taxes to pay. The Provident Savings Life Assurance Company of New York ranks among the best. It has the automatic "Non-Forfeiture" plan, which gives you a special reward will be paid those who save the largest amount of money. If needed, the company has a special stock contract, which can be paid in cash or in easy weekly and monthly payments—\$1.00 weekly, \$5.00 monthly. What rate of interest is paid on stock? The company has a heavy fund that can be used for any purpose. What amount is paid yearly by the fund?

50 It's a United States depository. State, county and city depository. It's one of the strongest banks in the South, and has a capital of \$1,000,000. It has a specialty in savings deposits, and does a general banking business along conservative lines of banking. What bank is it?

51 It's an established fact that more newspaper readers can be reached in Richmond through a Teed-Dee than through any other medium. What does "Teed-Dee" mean?

52 Did you know that the Morgan R. Mills Company (Inc.), 517-519 East Main Street, was showing the finest line of artistic hardwood and slate mantels in Richmond? They sell gas and electric chandeliers and supplies, and do sanitary plumbing and heating. What famous fireplace do they sell?

53 If you want the best plumbing and heating—and that's the best—go to J. H. Chappell, No. 724 East Main Street. He makes a specialty of the best class of work at right prices. He carries a full line of chandeliers and supplies, and does in stoves and heaters. What furnace does he sell the most of?

54 There's an importing tea house on Sixth Street that sells the best teas, coffees and sugars at the lowest prices for cash. It's where you get value in goods, and don't have to pay for cheap premiums, prices or checks. It's the store of value—not deception. It's where the best people buy the best. Who is it?

55 What popular jewelry store on East Main Street sets the time for Richmond? It sets the time for four railways as well, and its watches are record keepers. It carries a full line of diamonds, watches, jewelry, silverware, etc. It's the house of quality and right prices. Who is it?

56 There's no better known insurance company in America, or one of higher standing and integrity, than the famous Travelers' Insurance Company, of Hartford. For nearly half a century it has paid its losses promptly, and its every contract means the best and fullest indemnity. Who manages the company for Virginia and North Carolina?

57 There's an electric shoe factory at No. 725 East Main Street, in a new way. In what three ways is it an improvement over the old way?

58 What popular dry goods store on East Broad Street takes its name from one of the most fashionable Parisian bazars? It carries a full line of dry goods, fancy goods and ladies' furnishings, and is headquarters for the celebrated May Mantion pattern. Who is it?

59 The Commercial Guarantee Company, No. 1114 East Main Street, supplies beautiful clock banks free to those who agree to save. What rate of interest is paid on money so saved? Describe the banks. As soon as 1,000 banks are taken a special reward will be paid those who save the largest amount of money. If needed, the company has a special stock contract, which can be paid in cash or in easy weekly and monthly payments—\$1.00 weekly, \$5.00 monthly. What rate of interest is paid on stock? The company has a heavy fund that can be used for any purpose. What amount is paid yearly by the fund?

60 It's the pure food store of Richmond. It's where the exclusive people buy exclusive things in fancy groceries, canned and potted goods, delicacies and rarities. It's the big grocery on Main Street that handles the finest of imported wines, liquors and cordials. Who is it?

## BIG CELEBRATION IN ALEXANDRIA

Captain Bontz Tells What May be Expected on Washington's Birthday.

Captain George W. Bontz and Mr. Ernest Boyer, of Alexandria, passed through Richmond last night on their way home from Petersburg, where they attended the Pythian Grand Lodge meeting.

"The celebration in Alexandria on Monday is going to eclipse anything of the kind ever given," said Mr. Bontz. "The parade will be the most novel and will be several miles long. Besides the large number of soldiers from Richmond, several battalions of United States troops—cavalry, artillery and marines—will be in line, and militia from various other sections of the State will participate.

A feature of the parade will be the old Friendship fire engine that was used in Alexandria in the days when George Washington used to be a familiar figure on King Street. He belonged to the Masonic Lodge and attended services at old Christ Church.

floats, with pretty girls on them, will add to the attractiveness.

"The day will be observed as a holiday, and we expect fully 50,000 people in the city on that day. Excursions will be run in from every point, and the old historic city will look like a big bunch of bunting. There will be many bands of music, and all I can say is to come up and get on the band wagon."

### RARE MEDALLIONS

Washington Monument Association Appeals to Virginians.

The movement to erect a monument to Washington in his home town, Alexandria, as a Mason, farmer, fireman, engineer and citizen, is being pushed now more vigorously than ever. The Washington Monument Association is now receiving from the mint the memorial medallions struck by order of Congress and have them for sale. An appeal is made to all Virginians to assist in erecting this first monument to Washington as a citizen. The association is composed of some of the leading citizens of Alexandria. It has no paid officials and has in view but to honor the memory of Virginia's greatest son.

The association is particularly anxious as many Virginians as possible will avail themselves of the opportunity of getting these medallions before the limited supply is exhausted. The medallions are rare and exquisite memorials to Washington. The officers of the association

are Messrs. W. B. Smoot, president; C. C. Leadbetter, treasurer, and Alex. J. Wedderburn, secretary.

### Only Two Charters.

The Palmer Land and Cattle Company (Incorporated), Saltville; Charles F. Palmer, president; capital stock, \$25,000; the Palmer-Thomson Lumber Company (Incorporated), Saltville; Charles F. Palmer, president; capital stock, \$50,000.

### Lowry—Goodman.

The marriage of Miss Flossie Goodman and Mr. William Lowry took place Thursday afternoon at 4 o'clock at No. 565 East Clay Street, the Rev. Mr. Hudson, of Ashland, officiating. After the ceremony the bride party left for Ashland, where a reception was given that night.

### Chief Puller Sick.

Chief W. G. Puller, of the Richmond Fire Department, is confined to his home by sickness. Captain Wise, of one of the stations, is acting chief pending the recovery of the Chief.

### Mrs. Bigger Better.

Mrs. John Bell Bigger, who fell on the ice some days ago and broke her wrist, is getting on nicely, and will likely soon be well.

## TO ORGANIZE ATHLETIC CLUB

Clubmen and Others Wish to Promote Physical Culture.

Professor Dwyer is pulling lines for a match with Frank Herrick, the wrestling instructor of the New York Athletic Club. Herrick is the champion of the East, which he won in Madison Square Garden last fall.

"It will be a good match, as Herrick is just Dwyer's size, weighing 155 pounds. He was for a long time the model at Harvard for Dr. Sargent, the medical instructor.

Professor Dwyer is now in communication with Herrick, and will know positively about the match in the next day or two.

In the meantime, there is a movement on foot for the organization of an athletic club here. The sudden jump into popularity of physical culture and athletics has strengthened the movement.

ance at the wrestling match at the Academy the other night, and the fine favor with which the exhibition was received, makes it about a foregone conclusion that an athletic club here will prove eminently successful.

It will probably be introduced in the Legislature to allow boxing matches or a limited number of rounds. Boxing is one of the most beneficial of athletic exercises, and matches properly conducted, of say, five rounds, cannot result in damage to either boxer.

For all kinds of electrical work, from designing and installing a lighting plant to wiring a building. It employs the most skilled men in all lines and makes estimates on every class of work.

Paradiso, the Italian giant who was bested by Dwyer, is anxious to meet him again in a Greco-Roman match, and it is likely that such an one will be arranged after the Herrick match.

Magnolia's Tacky Party.

The tacky party given by Magnolia Circle, No. 2, ladies' auxiliary of the United Ancient Order of Druids, at their hall recently was a success in every particular.

and Mrs. James Morris, Mr. and Mrs. O. E. Wells, Mrs. M. T. Hargrave, Mr. and Mrs. George Pickrell, Mrs. Mary Walden, Mrs. Martha Ford, Mrs. Mary Jones, Miss Teresa Meola, Mr. Charles Schmidt, Mr. George Lee, Master Welford Duke, Mr. John Walden, Mr. and Mrs. B. H. Hudson.

At precisely 9 o'clock all in costume joined unannounced. Then followed an entertainment of a unique character, consisting of songs, recitations and dances. Among the numbers, which elicited hearty applause, were fancy dances by Misses Louise Leftwich, Lella Leftwich and Brother Leftwich, with Miss Jones and Mrs. B. H. Hudson; "Tessie," a duet by the Misses Leftwich; "Tommy's Valentine," a trio, by the Misses Leftwich, Lella Leftwich, and a song by a little tot two years old, who was introduced as Madame Patti. "Mr. and Mrs. Jones," a comic duet, by Mrs. M. T. Hargrave and Mr. B. H. Hudson; "Tessie," a duet by the Misses Leftwich; "Tommy's Valentine," a trio, by the Misses Leftwich, Lella Leftwich, and a song by a little tot two years old, who was introduced as Madame Patti.

Misses Louise Leftwich, Lella Leftwich and Brother Leftwich, with Miss Jones and Mrs. B. H. Hudson; "Tessie," a duet by the Misses Leftwich; "Tommy's Valentine," a trio, by the Misses Leftwich, Lella Leftwich, and a song by a little tot two years old, who was introduced as Madame Patti.

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## THE REV. MR. HOPE OPENS NEW OFFICE

Rev. Herbert M. Hope, who recently sold his interest in the Advocate, has embarked in the general advertising business, representing the Massena Agency, of Atlanta, Ga. He has an office in the Merchants National Bank building, room 28.

His new occupation he will be the link between the advertiser and publisher, which means that he will place advertising in any paper or magazine in this or any other country. He will have his postage, signs tacked, literature distributed from house to house, and will do this free of charge. He will write advertisements for you, submitting copy for your approval.

The advantage to the advertiser is that he is relieved of all the worry of this work by experts and has his advertising placed at a less cost than he could do it for himself. The work is checked up so that he is sure he gets what he has paid for.

Mr. Hope is not a novice in newspaper work. For years he was with the Virginian at Norfolk, in various positions. When he severed his connection with that paper he was city editor. For five years he has been managing editor of the Advocate.